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ied Psychology

First of a Series of
nes on the Applications
gy to the Problems of
ial and Business
Efficiency

BY
HILTON, A.B., L.L.B.
SOCIETY OF APPLIED PSYCHOLOGY

NDER THE AUSPICES OF
ITERARY DIGEST
FOR
of Applied Psychology
RK AND LONDON
1919

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BY THE APPLIED PSYCHOLOGY PRESS
SAN FRANCISCO

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A65
1919
V1

FATORY NOTE

the text of these volumes
not always have been given
it is due, grateful acknowl-
here made to Professor Hugo
rg, Professor Walter Dill
. James H. Hyslop, Dr.
eckel, Dr. Frank Channing
Mr. Frederick W. Taylor,
Morton Prince, Professor
rrish, Mr. Waldo Pondray
r. J. D. Quackenbos, Pro-
A. Strong, Professor Paul
ofessor Joseph Jastrow, Pro-
re Janet, Dr. Bernard Hart
sor G. M. Whipple, of the
s to them incurred in the
of this work.

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Page
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22

23
24

Contents

Chapter

II. TWO LAWS OF SUCCESS-ACHIEVEMENT

THE ONE-MAN BUSINESS CORPORATION
BUSINESS AND BODILY ACTIVITY
THE ENSLAVED BRAIN
FIRST STEP TOWARD SELF-REALIZATION

III. RELATION OF MIND ACTIVITY TO BODILY ACTIVITY

SPECULATION AND PRACTICAL SCIENCE
PHILOSOPHIC RIDDLES AND PERSONAL EFFECTIVENESS
WHAT WE WANT TO KNOW
SPIRITUALIST, MATERIALIST AND SCIENTIST
SCIENCE OF CAUSE AND EFFECT
CAUSES AND "FIRST" CAUSES
A COMMON PLATFORM FOR ALL
THOUGHTS TREATED AS CAUSES
SCIENTIFIC METHOD WITH PRACTICAL PROBLEMS
USES OF SCIENTIFIC LAWS

IV. INTROSPECTIVE EVIDENCE OF MENTAL MASTERY

DOING THE THING YOU WANT TO DO
SOURCE OF POWER OF WILL
IMPELLENT ENERGY OF THOUGHT
BODILY EFFECTS OF MENTAL STATES
ILLUSTRATIVE EXPERIMENTS
SCOPE OF MIND POWER
BODILY EFFECTS OF EMOTION

Page

OF PERCEPTION 57
F PAVLOV 58
ESTION 59
OF SENSATIONS 60
TAL LAW OF EXPRESSION 62

CAL EVIDENCE OF
MASTERY

KNOWLEDGE 67
THE GOVERNING CONSCIOUS- 68
ENTAL UNITS 69
ROSCOPE SHOWS 70
IVERSE BEYOND 71
IFE 72
CS OF LIVING CELLS 74
THE CELL 75
NE CELL 76
HE CELL 77
ORGANIC EVOLUTION 78
DIFFERENTIATIONS 79
THE INDIVIDUAL 80
CIOUSNESS OF THE MILLIONS 81
THE HUMAN ORGANISM 82
N 83
DIFFERENT HUMAN CELLS 84
R DEATH 86
F DR. ALEXIS CARRELL 87
N OF INTELLIGENCES 88
R OF THE CELL 89

Contents

Chapter

LAYING THE FOUNDATION FOR PRACTICAL DOING
THREE NEW PROPOSITIONS
AN INSTRUMENT FOR MENTAL DOMINAI
GATEWAYS OF EXPERIENCE
COURIERS OF ACTION
NERVE SYSTEMS
ORGANS OF CONSCIOUSNESS AND SUBCONSCIOUSNESS
LOOKING INSIDE THE SKULL
DRUNKENNESS AND BRAIN EFFICIENCY
SECONDARY BRAINS
DEPENDENCE OF THE SUBCONSCIOUS
UNCONSCIOUSNESS AND SUBCONSCIOUSNESS
SYNTHESIS OF THE MAN-MACHINE
SUBSERVIENCY OF THE BODY

VI. THE SUPREMACY OF CONSCIOUSNESS

STRIKING OFF THE MENTAL SHACKLES
THE AWAKENING OF ENLIGHTENMENT
THE VITAL PURPOSE
YOUR RESERVOIR OF LATENT POWER

MENT OF MIND
CONTROL

L

preciate it and take part in it, o
you merely passing your time awa

Take careful note for a week o
incidents of your daily life —
methods of work, habits of tho
modes of recreation. You will disc
an appalling waste in your present
dom methods of operation.

How many foot-pounds of energ
you suppose you annually dump
the scrap-heap of wasted effort? V
does this mean to you in dollars
cents? In conscious usefulness?
peace and happiness?

Individual mental efficiency i
absolute prerequisite to any no
personal achievement or any grea
dividual success. Your mental ene
are the forces with which you

L

you are unconscious and whos
velous breadth and depth and
have but recently been revealed
world by scientific experiment.

In this *Basic Course of Readi*
shall lay before you in simp
clear-cut but scientific form the
that you have at your command
powers of which you have never
dreamed.

And we shall give you such
directions for the use of thes
found powers, that whatever
environment, whatever your b
whatever your ambition, *you n*
follow our plain and simple
tions in order to do the thing yo
to do, to be the man you want t
to get the thing you want to hav

2

Nor does success necessarily fol
or require long preparation in a
ticular field. The first occupatio
the successful man is rarely the on
which he achieves his ultimate
umph. In the changing condition
our day, one needs a better wea
than the mere knowledge of a part
lar trade, vocation or profession.
needs that mastery of himself
others that is the fundamental secr
success in all fields of endeavor.

It is well to tell you beforehand
in this *Basic Course of Reading*
shall be content with no mere catal
ing of the factors that are commonl
garded as essential to success. We
do no moralizing. You will find
no elaboration of the ancient ap

sty is the best policy," and
e infinite capacity for tak-

l has had its fill of mere
to industry, frugality and
. For some thousands of
ave preached to the lazy
lustrious," and to the timid
old." But such phrases
olved and never can solve
for the man who feels
ing in both industry and

nough to tell the salesman
approach his "prospect"
l confidence. But tact and
re not qualities that can be
discarded like a Sunday

and confidence are well enough, but must know the Why and the How these things.

It is well enough to preach that secret of achievement is to be foun "courage-faith" and "courage-co dence," and that the way to acqu these qualities is to assume that have them. There is no denying the doubted fact that men and women h been rescued from the deepest mir poverty and despair and lifted to pl of happy abundance by what is kn as "faith." But what is "faith"? "faith" in What? And Why? How?

Obviously we cannot achieve cer and definite results in this or any o field so long as we continue to deal

e do not understand. Yet
t all men are doing today.
ts of truth are befogged in
amateurish mysticism, and
of individual efficiency
et beyond mere preaching
ing is a chaos of isms.

is ripe for a real analysis of
rtant problems,—a serious
c analysis with a clear and
position of facts and prin-
ules for conduct.

women must be fundament-
so that they can look deep
vn minds and see where the
se, where oil is needed, and
themselves and their living
r efficiency.

prejudiced, all those who scorpion-l
sting themselves with the virus of f
ure, must be given an antidote
understanding that will repair tl
deranged mental machinery.

The conscientious but foolish b
ness man who is worrying himself i
failure and an early grave must
taught the physiological effects of ic
and given a new standard of values.

The profligate must be lured fı
his emotional excesses and debau
eries, not by moralizings, but by sh
ing him just how these things fritter
energies and retard his progress.

It must be made plain to the succ
ful promoter, to the rich banker, ho
man may be a financial success and
a miserable failure so far as true ha

rned, and how by scientific nent he can acquire greatthin than all his vaults of d.

: *Course of Reading* offers analysis and exposition of principles. It furnishes scientific answers to the life. It will reveal to you nintelligently used mental greater than those now at nd.

n further, and say that this *e of Reading* provides a formula for the everyday vast resources. It will enacquire the magical qualimore magical effects that ; and happiness, without straining your will to the breaki point and making life a burden. It w give you a definite prescription like t physician's, "Take one before meal and as easily compounded, which w enable you to be prosperous and happ

In the development of one's inna resources, such as powers of observ tion, imagination, correct judgme alertness, resourcefulness, applicati concentration, and the faculty of taki prompt advantage of opportunities, t study of the mental machine is bou to be the first step. It must be t ultimate resource for self-training efficiency for the promoter with appeal to the cupidity and imagi tions of men as surely as for the ar in his search for poetic inspiration.

L

size such phases of scientific psyc logical theory as bear directly on p: tical achievement.

We shall give you a practical wc ing knowledge of concentrative me methods and devices. We shall c away the mysteries and misapprel sions that now envelop this partici field.

In the present volume we shall be with a discussion of certain aspect: the relation between the mind and body.

However we look at it, it is im sible to understand the mind with some knowledge of the bodily macl through which the mind works. investigation of the mind and its co tions and problems is primarily

ychology, which seeks to
explain them. It would
irely distinct from physi-
seeks to classify and ex-
s of bodily structure and
ut all sciences overlap
And this is particularly
ology, which deals with
physiology, which deals

nd that we are primarily
But every individual
within, or at least ex-
through, a body. Upon
on of that body and upon
erformance of its func-
our health and comfort,

of the outside world of matter, m body is the physical fact with whic is most in contact and most immedia concerned. It furnishes him with in mation concerning the existence operations of other minds. It is in his only source of information al the outside world.

First of all, then, you must f definite and intelligent conclus concerning the relations between mind and the body.

This will be of value in a numbe ways. In the first place, you will derstand the bodily mechanism thro which the mind operates, and a kn edge of this mechanism is bound to lighten you as to the character of *mental* processes themselves. In

it is worth while to know
the mind's influence over
use this knowledge is the
ard obtaining bodily ef-
gh the mental control of
ns. And, finally, a study
mechanism is of very
l importance in itself, for
the instrument through
d acts in its relations with
rge.

ly of the bodily machine,
nce to a consideration of
rocesses themselves, not
al manner of works on
ut solely from the stand-
tical utility and for the
of a scientific concept of

The elucidation of every princi mental operation will be accomp by illustrative material pointin just how that particular law m employed for the attainment of sp practical ends. There will be nu ous illustrative instances and me that can be at once made use of b merchant, the musician, the sale the advertiser, the employer of l the business executive.

In this way this *Basic Cour Reading* will lay a firm and l foundation, first, for an understa of the methods and devices wh any man may acquire full contro direction of his mental energie may develop his resources to th degree; second, for an understa of the psychological methods for success in any specific professional pursuit in which he may be particularly interested; and third, for an understanding of the methods of applying psychological knowledge to the industrial problems of office, store and factory.

The first of these—that is to say, instruction in methods for the attainment of any goal consistent with native ability—will follow right along as part of this *Basic Course of Reading*. The second and third—that is to say, the study of special commercial and industrial topics—are made the subject of special courses supplemental to this *Basic Course* and for which it can serve only as an introduction.

In this *Basic Course of Reading* we

shall show you how you may ac perfect individual efficiency. And, remarkable of all, we shall show how you may acquire it *without effort to obtain it, that straining c will, that struggling with wastef clinations and desires, that is itsel essence of inefficiency.*

The facts and principles set fo this *Basic Course* are new and wo ful and inspiring. They have established and attested by world and exhaustive scientific researc experiment.

You may be a college graduate. may have had the advantage of lege course in psychology. Bu have probably had no instruction practical application of your k

al operations. So far as we
ere are few universities in
at embrace in their curric-
in "applied" psychology.
ige college man this *Basic*
eading will be, therefore,
of a post-graduate course,
ı how to make practical
chology he learned at col-
addition giving him facts
ıd unknown to the college
f a few years ago.

oks you will probe deeply
ıal human mind.

see also the fantastic and
pe of its manifestations in

earn the Eternal Laws of
.chievement.

And you will be taught how to a
them to your own business or pr
sion.

But mark this word of warning.
comprehend the teachings of this *B*
Course well enough to put them
practice demands from you ca
study and reflection. It requires
sistent application. Do not attem
browse through the pages that fol
They are worth all the time that
can put upon them.

The mind is a complex mechan
Each element is alone a fitting su
for a lifetime's study. Do not lose
of the whole in the study of the pa

All the books bear upon a ce
theme. They will lead you on ste
step. Gradually your conceptio

s to the world will change.
zation of power will come
ou will learn that you are
se the master of your fate.
these books, like the petals
nfolding one by one until
vital truth stands revealed
beauty.

full benefit from the
necessary that you should
merely understand each
you go along. You must
derlying train of thought.
ceive the continuity of the

ary, therefore, that you do
amount of reading each
mple time to reflect on

entirely clear to you at first, go ov again. Persistence will enable any to acquire a thorough compreher of our teachings and a profound tery of our methods.

TWO LAWS OF SUCCESS-ACHIEVEMENT

CHAPTER II

WO LAWS OF SS-ACHIEVEMENT

working unit you are a kind of one-man business corporation made up of two departments, the mental sical.

d is the executive office of l corporation, its directing ur body is the corporation's yes and ears, sight and smell hands and feet—these are ents, the equipment.

undertaken to teach you

your own powers and meet the pr
cal problems of your life in such a
that success will be swift and certai

First of all it is necessary that
should accept and believe two w
settled and fundamental laws.

I. *All human achievement co*
about through bodily activity.

II. *All bodily activity is caused,*
trolled and directed by the mind.

Give the first of these proposit
but a moment's thought. You can
ceive of no form of accomplishn
which is not the result of some kin
bodily activity. One would say tha
master works of poetry, art, phil
phy, religion, are products of hu

est removed from the ma-
f life, yet even these would
ed still-born in the minds
them had they not found
and expression through
f bodily activity. You will
fore, that the first of these
is so self-evident, so axio-
ither to require nor to ad-
al proof.

nd proposition is not so
sed of. It is in fact so diffi-
ptance by some persons that
ake very plain its absolute
urthermore, its elucidation
forth many illuminating
ill give you an entirely new
of the mind and its scope
e.

Remember, when we say “mind,’ are not thinking of the brain. brain is but one of the organs of body, and, by the terms of our prop tion as stated, is as much the slave of mind as is any other organ of the b To say that the mind controls the b presupposes that mind and body distinct entities, the one belongin a spiritual world, the other to a w of matter.

That the mind is master of the b is a settled principle of science. Bu realize that its acceptance may req you to lay aside some preconceived judices. You may be one of those believe that the mind is nothing n nor less than brain activity. You believe that the body is all there i

t mind-action is merely one
ons.

want you nevertheless to
while as a matter of phil-
culation you retain these
u may at the same time for
rposes regard the mind as
ent causal agency and be-
can and does control and
ıd *cause* any and every kind
tivity. We want you to do
: this conclusion is at the
ractical system of mental
ıd because, as we shall at
ou, it is capable of proof
lished methods of physical

7

ATION OF MIND VITY TO BODILY ACTIVITY

7

CHAPTER III

TION OF MIND ITY TO BODILY ACTIVITY

W FROM WHICH YOU MUST ACH THIS PROBLEM

E FACT is, one's opinion
s to whether mind con-
rols body or body makes
iind-action depends alto-
he point of view. And the
us to take is to agree upon
iew we shall assume.
of view are possible. One
, the other *practical.*
ative point of view is that

of the philosopher and religionist, ponder the tie that binds “soul” body in an effort to solve the ridd “creation” and pierce the myste the “hereafter.”

The *practical point of view* is th the modern practical scientist, deals only with actual facts of h experience and seeks only imme practical results.

The speculative problem is th torical and religious one of the tality or immortality of the soul. practical problem is the scientifi that demands to know what the m forces are and how they can be most effectively.

There is no especial need he trace the historical developme

blems or enter upon a dis-
eligious or philosophical

diate interest in the mind
onship to the body is not
ant to be assured of the
ur souls after death.

o know all we can about
d certainty and character
ntrol of bodily functions
he practical use we can
h knowledge in this life,

.

al scientist has nothing in
either spiritualists, soul-
he one hand, or material-
er. So far as the mortality

But spiritualism or materialism
him only an intellectual pastime
not his trade. In his actual wo
seeks only practical results, and s
fines himself wholly to the actua
of human experience.

The practical scientist knows t
between two given facts, and o
between these two, one may b
"cause" of the other. But he
interested in the "creative origi
material things. He does not a
to discover "first" causes.

The practical scientist ascrib
sorts of qualities to electricity an
down many laws concerning it w
having the remotest idea as to w
the last analysis, electricity may
ally be. He is not concerned wit

7

No matter where you look yo find that every fact in Nature is tively cause and effect according point of view. Thus, if a railro gine backs into a train of cars it mits a certain amount of motion first car. This imparted motion is passed on to the next car, and The motion of the first car is, on t hand, the effect of the impact engine, and is, on the other han "cause" of the motion of the s car. And, in general, what is a feet" in the first car becomes a "c when looked at in relation to th ond, and what is an "effect" in th ond becomes a "cause" in relat the third. So that even the mate will agree that "cause" and "e

rms in dealing with any
n Nature.

be either a spiritualist,
the mind is a manifesta-
er-soul, or he may be a
l in either case he may at
and with perfect con-
, as a practical scientist,
is a "cause" and has
s its "effect."

is point of view offers no
atever to the spiritualist.
ks upon the mind or soul
ating cause" of every-

erialist, too, may in ac-
his speculative theory

yet if the facts show that c
thoughts are invariably followe
certain bodily activities, the mat
ist may without violence to his th
agree to the great practical val
treating these thoughts as imm
causes, no matter what the histo
creation may have been.

Whatever the brand of your m
alism or your religious belief, yo
join us in accepting this pra
science point of view as a co
platform upon which to approac
second fundamental proposition
“all bodily activity is caused, cont
or directed by the mind.”

Ignoring all religious and
physical questions, we have, th
ask ourselves merely:

ıd be relied upon to bring or in any manner influ- tion? And if it can, what f the mind's influence?

ıg these questions we shall nethod of the practical se method is invariably ıtever the problem he is

d involves two steps: first, and classification of facts; eduction from those facts inciples.

st first gathers together ossible array of experi- nd classifies these facts —that is to say, he gathers ıany instances as he can ı one given fact follows directly upon the happening of an given fact.

Having done this, he next formu in broad general terms the co principle that he finds embodie these many similar sequences.

Such a formula, if there are enough to establish it, is what is k as a scientific law. Its value t world lies in this, that wheneve given fact shall again occur our k edge of the scientific law will ena to predict with certainty just events will follow the occurren that fact.

First, then, let us marshal our tending to prove that bodily acti are caused by the mind.

ROSPECTIVE
NCE OF MENTAL
MASTERY

7

CHAPTER IV

TROSPECTIVE NCE OF MENTAL MASTERY

HE FIRST and most conspicuous evidential fact is voluntary bodily action; that is to say, bodily action om the exercise of the con-

ill a bodily movement and ment immediately follows, rtainly justified in conclud- our mind has caused the

and you are making thousands of th
every hour, is a distinct example
mind activity causing bodily action.
fact, the very will to make any bod
movement is itself nothing more
less than a mental state.

The will to do a thing is simply
belief, the conviction, that the app
priate bodily movement is about
occur. The whole scientific world
agreed on this.

For example, in order to bend y
forefinger do you first think it ov
then deliberately put forth some spec
form of energy? Not at all: The v
thought of bending the finger, if
hindered by conflicting ideas, is enou
to bend it.

Note this general law: *The idea*

ction tends to produce the

ception of thought as im-
at is to say, as impelling
ity—is of absolutely fun-
nportance. The following
riments will illustrate its

ber of persons to think suc-
the letters "B," "O," and
are not to pronounce the
imply to think hard about
each letter.

they think of these letters,
e other, watch closely and
their lips move in readiness

your eye is not quick enough or k enough to follow them in every cas

Have a friend blindfold you then stand behind you with his ha on your shoulders. While in this p tion ask him to concentrate his m upon some object in another part of house. Yield yourself to the sligh pressure of his hands or arms and will soon come to the object of wh he has been thinking. If he is familiar with the impelling energ thought, he will charge the resul mind-reading.

The same law is illustrated b familiar catch. Ask a friend to de the word "spiral." He will find it ficult to express the meaning in wo And nine persons out of ten w

appropriate words will un-
describe a spiral in the air
efinger.

ocket in front of you, hold-
l of the chain with both
will soon see that it will
rmony with your thoughts.
of a circle, it will swing
circle. If you think of the
f a pendulum, the locket
ack and forth.

eriments not only illustrate
g energy of thought and its
uce bodily action, but they

whether you consider it as invol an act of the will or not, is followe some kind of bodily effect, and e bodily action is preceded by some tinct kind of mental activity. Fron practical science point of view e thought causes its particular b effects.

This is true of simple sensation is true of impulses, ideas and emot It is true of pleasures and pains. true of conscious mental activity. true of unconscious mental activit is true of the whole range of m life.

Since the mental conditions that duce bodily effects are not limit those mental conditions in which is a conscious exercise of the wi *the bodily effects produced action are not limited to of what are known as the uscles.*

contrary, they include l movements in all of the voluntary muscles, and in of bodily structure. They anges and movements in of the physical organism, es in the action of heart, ch, liver and other viscera, in the secretions of glands aliber of the tiniest blood-few instances such as are he introspective experience intense bodily effects. Furious anger may cause frowning brows, grinding teeth, contracted jaws, clenched fists, panting breath, growling cries, bright redness of the face or sudden paleness. None of these effects is voluntary; we may not even be conscious of them.

Fright may produce a wild beating of the heart, a death-like pallor, a gasping motion of the lips, an uncovering or protruding of the eye-balls, a sudden rigidity of the body as if "rooted" to the spot.

Grief may cause profuse secretion of tears, swollen, reddened face, red eyes and other familiar symptoms.

Shame may cause that sudden dilation of the capillary blood-vessels of the face known as "blushing."

ht of others laughing or
kes us laugh or yawn. The
ne man coughing will be-
mic in an audience. The
sizzling porter-house steak
ooms, baked potatoes and
makes the mouth of a hun-
ater."

I show you a lemon cut in
l you with a wry face and
outh that I am going to
ce of this exceedingly sour
ou merely read these lines
erve that the glands in your
begun to secrete saliva.
ory of a man who wagered

lemon to each of a number of street urchins. He then had these boys walk round and round the band, sucking the lemons and making puckered faces at the musicians. That soon ended the music.

A distinguished German scientist, named Pavlov, has recently demonstrated in a series of experiments with dogs that the sight of the plate that ordinarily bears their food, or the sight of the chair upon which the plate ordinarily stands, or even the sight of the person who commonly brings the plate, may cause the saliva to flow from their salivary glands just as effectively as the food itself would do if placed in their mouths.

There was a time, and that not long

he contact of food with the
e stomach was supposed to
diate cause of the secretion
tive fluids. Yet recent ob-
the interior of the stomach
incision in the body, has
just as soon as the food is
e mouth, a purely mental
stomach begins to well
fluids that are suitable for

recently contained an ac-
otorcycle race in Newark,
. The scene was a great
d motor-drome. In the
ering thousands, when rid-
inding speed of ninety-two
r, the motorcycle of one of
ts went wrong. It climbed

the twenty-eight-foot incline, hurled its rider to instant death and crashed into the packed grandstand. Before the whirling mass of steel was halted by a deep-set iron pillar four men lay dead and twenty-two others unconscious and severely injured. Then the twisted engine of death rebounded from the post and rolled down the saucer-rim of the track.

Around the circular path, his speed scarcely less than that of his ill-fated rival, knowing nothing of the tragedy, hearing nothing of the screams of warning from the crowd, came another racer. The frightened throng saw the coming of a second tragedy. The sound that came from the crowd was a low moaning, a sighing, impotent, uncon-

r of the thousands for the
ould not come. The second
struck the wreck, leaped
and the body of its rider
et over the handlebars and
ottom of the track uncon-
hours later he was dead.
the effect of this dreadful
on the onlookers? Confu-
f fright and panic, while
the grandstand women
lay here and there uncon-
ny were afflicted with
th others the muscles of
racted convulsively, knees
earts "stopped beating."

Why multiply instances? All that you need to do to be satisfied that the mind is directly responsible for any and every kind of bodily activity is to examine your own experiences and those of your friends. They will afford you innumerable illustrations.

You will find that not only is your body constantly doing things because your mind wills that it should do them, but that your body is incessantly doing things simply because they are the expression of a passing thought.

The law that *Every idea tends to express itself in some form of bodily activity,* is one of the most obviously demonstrable principles of human life.

Bear in mind that this is but another way of expressing the second of our

ndamental principles of
ncy, and that we are en-
ientific demonstration of
at you will not confuse it
ory or speculation.

these fundamental prin-
mind and further impress
u, we will restate them:

nan achievement comes
some form of bodily ac-

ily activity is caused, con-
rected by the mind.

7

SIOLOGICAL
CE OF MENTAL
ASTERY

기

CHAPTER V

SIOLOGICAL
CE OF MENTAL
IASTERY

E HAVE been considering
the relationship between
mind and body from
the standpoint of the
estigation has been large-
e; that is to say, we simply
ourselves and considered
ır mental operations upon
ies. The facts we had
e facts of which we had
dge. We did not have to
k them in the mental and

bodily activities of other persons. We found them here within ourselves, inherent in our consciousness. To observe them we had merely to turn the spotlight into the hidden channels of our own minds.

We come now to examine the mind's influence upon the body from the standpoint of the body. To do this we must go forth and investigate. We must use eye, ear and hand. We must use the forceps and scalpel and microscope of the anatomist and physiologist.

But it is well worth while that we should do this. For our investigation will show a bodily structure peculiarly adapted to control by a governing consciousness. It will reveal to the eye a physical mechanism peculiarly fitte

mination of intelligence
e body. And, most of all,
the existence within the
dinate mental units, each
eceiving, understanding
on the intelligence thus
d we shall have strongly
evidence of the mind's
ol over every function of

green plant and you will
is composed of numer-
h of which has some
n to perform. The roots
nd drink from the soil.
eathe in carbonic acid
nd transform it into the
e of the plant. Every
erefore, an anatomical

structure, its parts and tissues visible to the naked eye.

Put one of these tissues under a microscope and you will find that it consists of a *honeycomb of small compartments or units.* These compartments are called "cells," and the structure of all plant tissues is described as "cellular." Wherever you may look in any plant, you will find these cells making up its tissues. The activity of any part or tissue of the plant, and consequently all of the activities of the plant as a whole, are but the combined and co-operating activities of the various individual cells of which the tissues are composed. *The living cell, therefore, is at the basis of all plant life.*

In the same way, if you turn to the

any animal, you will find
posed of parts or organs
different kinds of tissues,
ues examined under a mi-
disclose a cellular struc-
to that exhibited by the

e you will among living
or animal, you will find
ere assemblages of cellu-

ur investigation further,
into forms of life so mi-
can be seen only with the
l microscope and you will
whole universe of tiny
isting of a single cell.
s a demonstrable fact that
ts of life consisting of but

a single cell are far more numerous than the forms of life visible to the naked eye. You will have some idea of their size and number when we tell you that millions may live and die and reproduce their kind in a single thimbleful of earth.

Every plant, then, or every animal, whatever its species, however simple or complicated its structure, is in the last analysis either a single cell or a confederated group of cells.

All life, whether it be the life of a single cell or of an unorganized group of cells or of a republic of cells, has as its basis the life of the cell.

For all the animate world, two great principles stand established. First, that *every living organism,* plant or animal.

levelops from a cell, and is osite of cells, and that the nit of all life. Secondly, *and complex organisms long ages developed out orms,* the organic life of the result of an age-long olution.

, is the cell, and what part in this process of evolu-

vith, a cell is visible only croscope. A human blood ne-three-thousandth of an while a bacterial cell may han one-twenty-five-thou- inch in diameter.

as it is, the cell exhibits all nary phenomena of independent life; that is to say, it nourish itself, it grows, it reproduces its kind, moves about, and *it feels.* It is a *livin* *breathing, feeling, moving, feedi* *thing.*

The term "cell" suggests a walled- enclosure. This is because it was ori inally supposed that a confining wall membrane was an invariable and esse tial characteristic of cell structure. is now known, however, that while su a membrane may exist, as it does most plant cells, it may be lacking, is the case in most animal cells.

The only absolutely essential parts the cell are the inner *nucleus* or kern and the tiny mass of living jelly s rounding it, called the *protoplasm.*

The most powerful microscopes d

protoplasm a certain def-
'e, a very fine, thread-like
ading from the nucleus
he semi-fluid albuminous
It is certainly in line with
alogies of life, to suppose
cell the *nucleus with its*
ie brain and nervous sys-
dividual cell.

organisms consist, then,
ls. Those consisting of but
termed unicellular; those
more than one cell are
ellular.

lular organism is the unit
is earth. Yet tiny and ul-
, every unicellular organ-
ed of an independent and
' existence.

To be convinced of this fact, jus consider for a moment the scope of development and range of activities o one of these tiny bodies.

"We see, then," says Haeckel, "tha it performs all the essential life functions which the entire organism accomplishes. Every one of these littl beings grows and feeds itself independently. It assimilates juices from without, absorbing them from the surrounding fluid. Each separate cell is also abl to reproduce itself and to increase This increase generally takes place b simple division, the nucleus partin first, by a contraction round its circumference, into two parts; after which th protoplasm likewise separates into tw divisions. The single cell is able t

7

dangerous, it knows enough to avoid when presented under similar circun stances. And having once found foo in a certain place, it will afterwar make a business of looking for it in t same place.

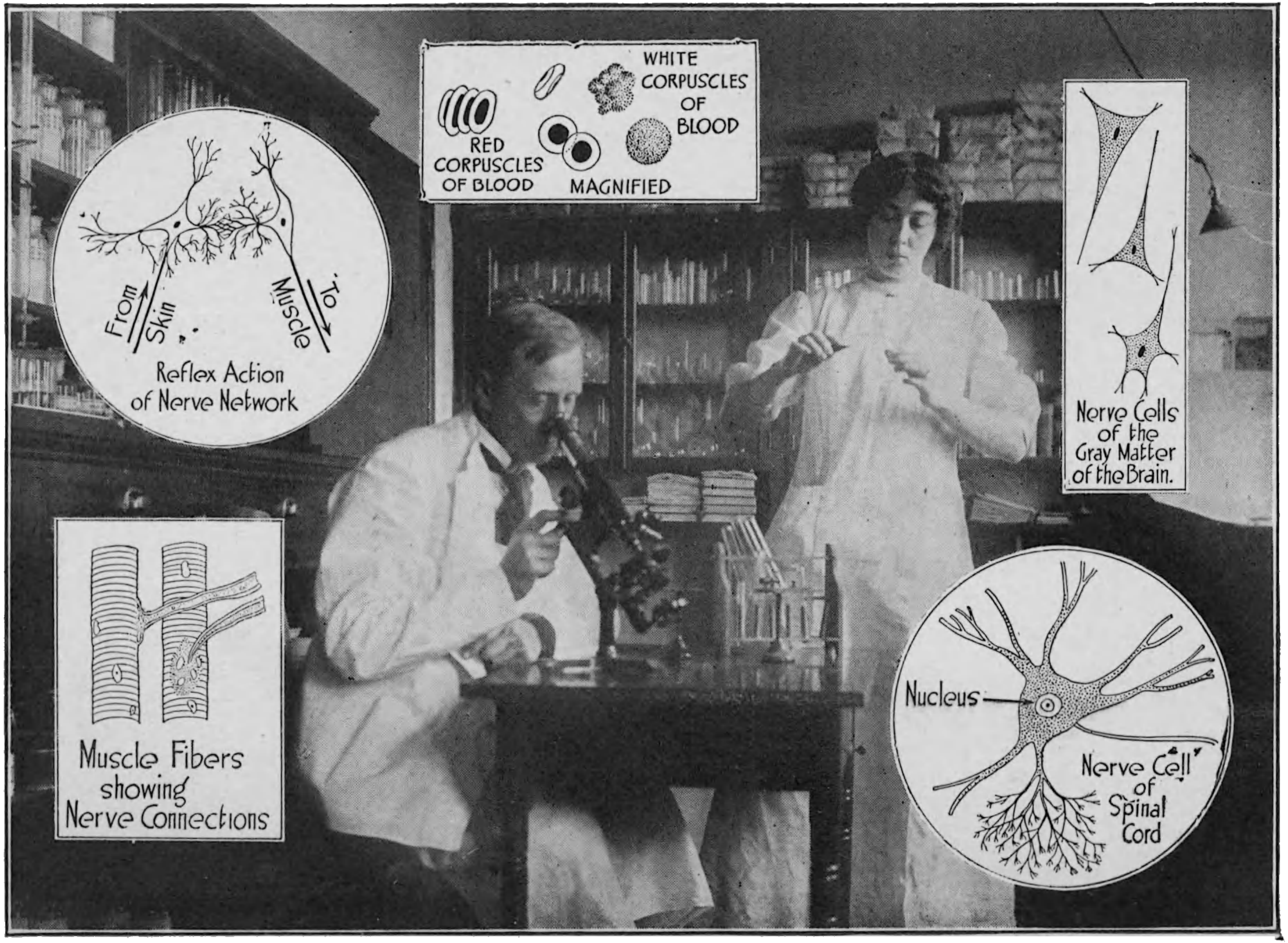
And, finally, Verwörn and Bin have found in a single living cell man festations of *the emotions of surpri and fear* and the rudiments of *an abi ity to adapt means to an end.*

Let us now consider pluricellular o ganisms and consider them particula ly from the standpoint of organic ev lution. The pluricellular organism nothing more nor less than a later d velopment, a confederated associati of unicellular organisms. Mark the d velopment of such an association.

its special function. Each has its field of labor. Each lives its own individual life. Each reproduces its own kind. Yet all are bound together as elements of the same "cell society" or organized "cell state."

Among pluricellular organisms man is of course supreme. He is the one form of animal life that is most highly differentiated.

Knowing what you now know of microscopic anatomy, you cannot hold to the simple idea that the human body is a single life-unit. This is the naïve belief that is everywhere current among men today. Inquire among your own friends and acquaintances and you will find that not one in a thousand realizes that he is, to put it jocularly, singularly


WHITE CORPUSCLES OF BLOOD
RED CORPUSCLES OF BLOOD
MAGNIFIED
From Skin
To Muscle
Reflex Action of Nerve Network
Nerve Cells of the Gray Matter of the Brain.
Muscle Fibers showing Nerve Connections
Nucleus
Nerve Cell of Spinal Cord

7

e is in fact an assemblage s.

the living human body as , but "every part of it as n-point is alive, with a independent life all its part of the brain, lungs, s, fat and skin." No man er can count the number or cells, some of which are t it would take thousands ach an inch.

or "consciousness" is the ne feelings and consciousns of cells, just as an orony is a composite of the l the individual instru-

ent dawn of evolution, all

the cells of the human body were of t same kind. But Nature is everywhe working out problems of economy a efficiency. And, to meet the necessiti of environment, there has gradual come about a parceling out among t different cells of the various tasks th all had been previously called upon perform for the support of the hum institution.

This differentiation in kinds of wo has gradually brought about cor sponding and appropriate changes structure in the cells themselves, whe by each has become better fitted to p form its part in the sustenance a growth of the body.

When you come to think that the processes of adaptation and heredity

dy have been going on
illions of years, you can
stand how it is that the
of today is made up of
ty different kinds of cells,
s special function.
uscle cells, with long,
ke pea-pods, who devote
the business of contrac-
ir-like connective tissue
ffice is to form a tough
ing the parts of the body
e cells, a trades-union of
life work it is to select
e salts of lime for the
joints and framework;
d nail cells, in various
zes, all devoting them-
rotection and ornamenta-

tion of the body; gland cells, wh
their lives, a force of trained che
to the abstraction from the blo
those substances that are needed f
gestion; blood cells, crowding
way through the arteries, some m
regular deliveries of provisions
other tenants, some soldierly f
patrolling their beats to repel inv
disease germs, some serving as h
scavengers; liver cells engaged
menial service of living off the
of other organs and at the sam
converting it into such fluids
required for digestion; windpip
lung cells, whose heads are c
with stiff hairs, which the cell th
out its life waves incessantly to ar
and, lastly, and most important

t to us, brain and nerve cells constituting alto- gan of objective intelli- trument through which us of the external world, cells serving as a living elay information, from e body to another, with of thought.”

ter, referring to the cells true skin: “As we look ged there like a row of remember two things: row is actually in our nent; and, secondly, that iving being—it is born, reathes, eats, works, de- A gay time of it these e on the very banks of a stream that is bringing down tc every minute stores of fresh air round, red corpuscles of the bloo a constant stream of suitable food serum. But it is not all pleasu every one of them is hard at worl

And again, speaking of the cel line the air-tubes, he says: "The interior, then, of the air-tubes bles nothing so much as a field c swayed by the wind to and f1 principal sweep, however, bei ways upwards towards the thro particles of dust and dirt inhale on this waving forest of hairs, a gently passed up and from one other out of the lungs. When member that these hairs comr waving at our birth, and have ne

ased since, and will con-
a short time after our
once more filled with
e marvels that surround
de."

confirmatory evidence
t every organ of the body
f individual cell intelli-
ved with an instinctive
how to perform their
ns, is found in the experi-
Alexis Carrel, the recip-
bel prize for science for

has taken hearts, stom-
eys out of living animals,
ial nourishment has suc-
eping them steadily at
g foods, and so on, in his

laboratory, for months after the death of the bodies from which they were originally taken.

We see, then, that every human body is an exceedingly complex association of units. It is a marvelously correlated and organized community of countless microscopic organisms. It is a sort of *cell republic,* as to which we may truthfully paraphrase: Life and Union, One and Inseparable.

Every human body is thus made up of countless cellular intelligences, each of which instinctively utilizes ways and means for the performance of its special functions and the reproduction of its kind. These cell intelligences carry on, without the knowledge or volition of our central consciousness—that is to

7

organism, it is very apparent that the body as a whole is peculiarly adapted to control and direction by mental influences.

Do not lose sight of the fact that in proving such control we are laying the foundation for a scientific method of achieving practical success in life, since all human achievement comes about through some form of bodily activity.

We assume now your complete acceptance of the following propositions, based as they are upon facts long since discovered and enunciated in standard scientific works:

a. The whole body is composed of cells, each of which is an intelligent entity endowed with mental powers commensurate with its needs.

t that every cell in the
d cell shows that the body,
nature of its component
liarly susceptible to men-
and control.

ropositions we now ap-
owing:

r examination of the body
tral mental organism, the
sed of highly differenti-
ose intelligence, as in the
r cells, is commensurate
nctions.

ls also a physical mechan-
vous system, peculiarly
e communication of intel-
en the central governing

ism and this mechanism of intercommunication is additional evidence of the control and direction of bodily activities by *mental energy*.

The facts to follow will not only demonstrate the truth of these propositions, but will disclose the existence within every one of us of a store of mental energies and activities of which we are entirely unconscious.

The brain constitutes the organ of central governing intelligence, and the nerves are the physical means employed in bodily intercommunication.

Brain and nerves are in other words the physical mechanism employed by the mind to dominate the body.

Single nerve fibers are fine, thread-like cells. They are so small as to be

the naked eye. Some of
ninute that it would take
and of them laid side by
ıre an inch. Every nerve
uman body forms one of a
ecting links between some
cell in the brain or spinal
ne hand and some bodily
other.

originating in the brain
ed into two classes accord-
arry currents to the brain
hose carrying currents to
called *sensory* nerves, or
ation; those carrying cur-
ıe brain are called *motor*
ves of motion.

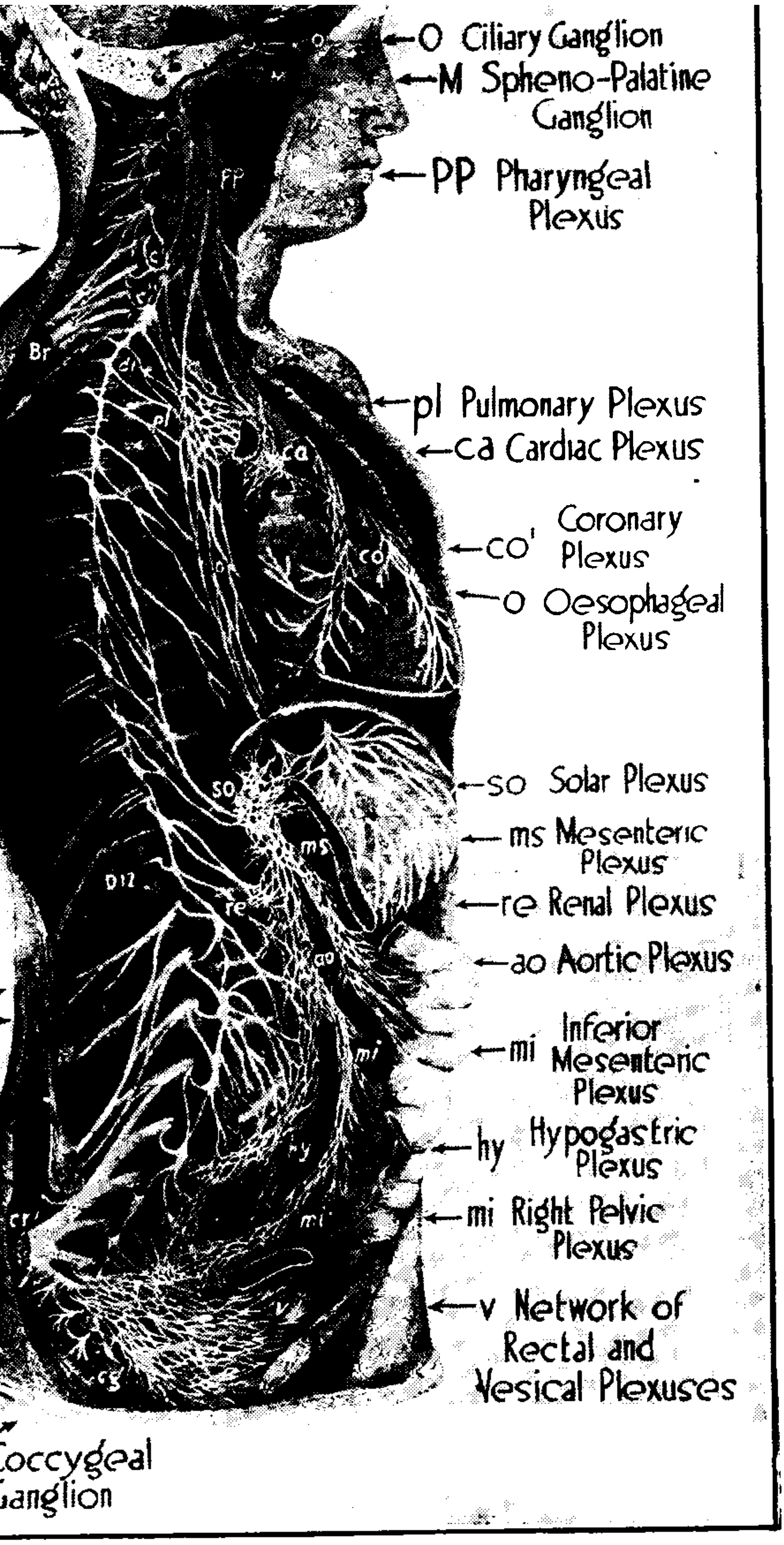
nerves whereby we receive sense impressions from the external world. These include the nerves of touch, sight, pain, hearing, temperature, taste and smell. Motor nerves are those that carry messages from the brain and spinal cord on the one hand to the muscles on the other. They are the lines along which flash all orders resulting in bodily movements.

Another broad division of nerves is into two great nerve systems. There are the *cerebro-spinal* system and the *sympathetic* system. The first, the cerebro-spinal system, includes all the nerves of *consciousness* and of *voluntary action;* it includes all nerves running between the brain and spinal cord on the one hand and the voluntary muscles on the

It is obvious that the cerebro-spin nerve system is the organ of consciou ness, the apparatus through which th mind exercises its conscious and volur tary control over certain functions c the body. It is equally obvious that th *sympathetic system is not under the in mediate control of consciousness, is n subject to the will, but is dominated b mental inflences that act without, even contrary to, our conscious will an sometimes without our knowledge.*

Yet you are not to understand th these two great nerve systems are e tirely distinct in their operations. C the contrary, they are in many respec closely related.

Thus, the heart receives nerves fro both centers of government, and besid



VE CENTERS, PLEXUSES AND GANGLIA, THE
LE BRAINS" OF THE HUMAN BODY

7

elf the center of groups of
The power by which it
from a ganglionic center
eart itself, so that the heart
e to beat apart from the
supplied with fresh blood.
dity of the heart's beating
by the cerebro-spinal and
systems, of which the for-
retard the beat and the
o accelerate it.

e way, your lungs are gov-
t by both centers, for you
slowly or rapidly as you
u cannot, by any power of
us will, stop breathing al-

rest in the brain and nerve
nfined to such facts as may

prove to be of use to you in your study of the mind. These anatomica divisions interest you only as they are identified with conscious mental action on the one hand and unconscious mental action on the other.

It is, therefore, of no use to you to consider the various divisions of the sympathetic nerve system, since the sympathetic nerve system in its entirety belongs to the field of unconscious mental action. It operates without our knowledge and without our will.

The cerebro-spinal system consists o the spinal cord and the brain. The brain in turn is made up of two principal subdivisions. First, there is the greater or upper brain, called the cerebrum; secondly, there is the lower or

99

stinctive or habitual and require n
distinct act of the will for their pe
formance. They are mere “ reactions
without conscious, volitional impulse.

Moving up one step higher, we fir
that the *cerebellum* is the organ
equilibrium, and that it as well as tl
spinal cord operates independently
the conscious will, for no conscious e
fort of the will is required to make o
reel from dizziness.

As to the divisions of the great
brain or cerebrum, we want you to no
that the *lower brain* serves a doub
purpose. First, it is the chann
through which pass through lines
communication to and from the upp
brain and the mid-brain on the o
hand and the rest of the body on t

lly, it is itself a central
maintenance of certain
, such as lung-breathing,
saliva-secreting, swal-
all involuntary and un-
e sense that consciousness
y to their performance.
igher division, or *mid-*
e region from which the
issues its edicts regulat-
ry bodily movements. It
of certain special senses,

surface brain, known as
the interpretative and re-
, the abode of memory,
vill.

ns of these various parts
rated by the effects of al-

cohol upon the mind. If a man takes too much alcohol, its first apparent effect will be to paralyze the higher or cortical center. This leaves the mid-brain without the check-rein of a reflective intellect, and the man will be senselessly hilarious or quarrelsome, jolly or dejected, pugnacious or tearful, and would be ordinarily described as "drunk." If in spite of this he keeps on drinking, the mid-brain soon becomes deadened and ceases to respond, and the cerebellum, the organ of equilibrium, also becomes paralyzed. All voluntary bodily activities must then cease, and he rolls under the table, helpless and "dead" drunk, or in language that is even more graphically appreciative of the physiological effects of alcohol,

However, the deep-seat-
c system is still alive. No
been made upon the vital
body; the heart continues
e lungs to breathe. But
some playful comrade
re liquor down the vic-
The medulla, or lower
becomes paralyzed, the
ease to act and the man is
ead" drunk. He has be-
fice to Bacchus. He is
ctually dead.

en, that the surface brain
n constitute together the
ciousness and will. Con-
will disappear with the
paralysis of these two or-

Yet these two organs constitute but a small proportion of the entire mass of brain and nervous tissue of the body. In addition to these, there are not only the lower brain and the spinal cord and the countless ramifications of motor and sensory nerves throughout the body, but there are also separate nerve-centers or ganglia in every one of the visceral organs of the body. These ganglia have the power to maintain movements in their respective organs. *They may in fact be looked upon as little brains developing nerve force and communicating it to the organs.*

All these automatic parts of the bodily mechanism are dominated by departments of the mind entirely distinct from ordinary consciousness. In

y consciousness has no
their existence excepting
ed from outward bodily
s.

lifferent organic ganglia
gether the sympathetic
organ of that part of the
lirects the vital operations
n apparent independence
igence commonly called
n intelligence which acts
erebro-spinal system.

lependence is far from be-
For, as we have seen, not
ebro-spinal system, which
f consciousness, the abode
cial senses, such as sight,
and therefore our only
ormation of the external

world, but many organs of the body are under the joint control of both systems.

So it comes about that these individual intelligences governing different organs of the body, with their intercommunications, are dependent upon consciousness for their knowledge of such facts of the outer world as have a bearing on their individual operations, and they are subject to the influence of consciousness as the medium that interprets these facts.

It is unnecessary for us to go into this matter deeply. It is enough if you clearly understand that, in addition to consciousness, the department of mind that knows and directly deals with the facts of the outer world, there is also a deep-seated and seemingly un-

L

no attribute of a mental state that is living and impellent and constantly manifests its active energy and power in the maintenance of the vital functions of the body.

Hereafter, then, we shall continue to use the term consciousness as descriptive of that part of our mentality which constitutes what is commonly known as the "mind"; while that mental force, which, so far as our animal life is concerned, operates through the sympathetic nerve system, we shall hereafter describe as "*sub*conscious."

Let us summarize our study of man's physical organism. We have learned that the human body is a confederation of various groups of living cells; that in the earliest stages of man's evolution,

:re all of the same general
;uch they were free-living,
and intelligent organisms
as were those unicellular
ıich had not become mem-
ɜroup or association; that
processes of evolution,
adaptation, there has come
course of the ages, a sub-
bor among the cells of our
consequent differentiation
-eby each has become pe-
d for the performance of
nctions; that, nevertheless,
the human body are still
intelligent organisms, of
is endowed with the in-
ınctive knowledge of all
ial to the preservation of

its own life and the perpetuation of its species within the living body; that, as a part of the specializing economy of the body, there have been evolved brain and nerve cells performing a twofold service—first, constituting the organ of a central governing intelligence with the important business of receiving, classifying, and recording all impressions or messages received through the senses from the outer world, and, second, communicating to the other cells of the body such part of the information so derived as may be appropriate to the functions of each; that finally, as such complex and confederated individuals, each of us possesses a direct, self-conscious knowledge of only a small part of his entire mental equip-

we have not only a *con-*
:ceiving sense impressions
notor impulses through the
al nervous system, but that
) a *subconsciousness* mani-
, so far as bodily functions
ed, in the activity of the
through the sympathetic
n; that this subconscious-
ndent on consciousness for
ge of the external world;
rdance with the principles
, man as a whole and as a
cell organisms, both con-
unconsciously, is seeking
iself to his external world,
ient; that the human body,
ole and as an aggregate of
lligences, is therefore sub-

ject in every part and in every func
to the influence of the special senses
of the mind of consciousness.

PREMACY OF
SCIOUSNESS

CHAPTER VI

UPREMACY OF
SCIOUSNESS

DRAWN FROM STUDIES PSYCHOLOGY, ANATOMY D PHYSIOLOGY

moment and mark the lusion to which you have . You have been examin- the human body with the the miscroscope of the d physiologist. In doing atching the bodily organs , you have learned that *f the body, even to those nonly known as involun-*

tary, is ultimately subject to the infl ence or control of consciousness, th part of the human intelligence whi is popularly known as "the mind."

Prior to this, as a matter of direct i trospective knowledge, we had come the conclusion that the influence of t mind over all the organs of the bo was one of the most obvious facts human life.

So, our study of the body as the i strument of the mind has brought us the same conclusion as did our study the mind in its relations to the body.

Looked at from the practical scier standpoint, the evidences that men activity can and does produce bod effects are so clear and numerous as admit of no dispute.

as been slow to acknowl-
tery of mind over body.
the world long persisted
the question from the
of the philosopher and
is because the thought of
s been hampered by its
s of terms.

alist has been so busy in
originating "first" causes,
ialist has so emphasized
e of mind upon physical
t the world has received
n the assertion of the in-
d over body, and in fact
ntuitive evidence of its
ness.

ction between the two
has gradually come to

be recognized. Today the fact that the mind may act as a "cause" in relationship with the body is a recognized principle of applied science. The world's deepest thinkers accept its truth. And the interest of enlightened men and women everywhere is directed toward the mind as an agency of undreamed resource for the cure of functional derangements of the body and for the attainment of the highest degree of bodily efficiency.

In some respects it is unfortunate that you should have been compelled to begin these studies in mental efficiency and self-expression with lessons on the relationship between the mind and the body. There is the danger that you may jump at the conclusion

;e has some reference to
ıg." Please disabuse your
uch mistaken idea.
boon. It is not the great-
lth is not life. Health is
to life. Life is service.
ment. Health is of value
t contributes to achieve-

of the relation between
y at this time has had a
er and more vital pur-
: foundation stone of an
'ucture in which we shall
the mind may be brought
neasures to a certainty
ness of operation far

Remember the two fundamental propositions set forth in this book.

I. *All human achievement comes about through some form of bodily activity.*

II. *All bodily activity is caused, controlled and directed by the mind.*

The truth of these propositions must now be obvious to you. You must realize that the mind is the one instrument by which it is possible to achieve anything in life. Your next step must be to learn how to use it.

In succeeding volumes, we shall sound the depths of the reservoir of latent mental power. We shall find the means of tapping its resources. And so we shall come to give you the master *ment and teach you how confidence and with the nce of success.*